

ANTELOPE VALLEY COUNTRY CLUB IMPROVEMENT COMPANY

BOARD OF DIRECTORS

Regular Meeting

DATE: January 26th, 2022

PLACE: ANTELOPE VALLEY COUNTRY CLUB

PRESIDING OFFICER: Mr. Abraham Martinez, President

CALL TO ORDER: President, Abraham Martinez called the meeting to order at 6:02 p.m. In attendance were Vice President, Greg Cich, Secretary, Michelle Lewis, Treasurer, Gina Hutchison. Directors in attendance: Nick Godin, Chris Muriana, Ric Garrison, M.D., Michael Schafer Jr., and Justin Rockey. Absent: None. Also, present were the Pro Shop Manager, Trent Baskin, Office Manager, Erica Cervantes and Director of Tennis, Kirk Shoemaker.

APPROVAL OF MINUTES: Ric Garrison M.D. approved the minutes, Gina Hutchison seconded.

WOMEN'S GOLF ASSOCIATION: Mary Courtney reported on behalf of the WGA. She reported that they have started their sweeps and began their winter ringer tournament. Lindsey Dooley and Cindy Jackson put together the WGA budget for the year to present to the board of directors. There are 49 members in the WGA, Mary Courtney said that there are 25 who are active golfers for their Tuesday sweeps, and they have weekly Thursday's as well.

MEN'S TOURNAMENT COMMITTEE: The MGA will be reporting during next month's board meeting on February 23rd, 2023. The MGA SCGA dues have been paid in full for the 2022-2023 year. The front office will keep tabs on the monthly payouts due to the MGA/WGA for new members.

TENNIS ASSOCIATION: Kirk reported 3 new members for December 2022 with a total of 19 new for December and for January 2023 9 new members, 2 are pickleball and 7 are tennis members. 1 of the tennis is a regular sign up and the other 8 are part of the 50/50 tennis drive. On Saturday, January 28th there are 24 players signed up for the Australian Open Social. Mixed doubles leagues started and there are 24 players and will last until the end of April. USTA has started and we were able to gain 3 new members. The outside park team is paying to rent the courts and so far, we have earned \$120. If the players join as members, there is no charge, and 4 members have joined reducing \$120 rent. On February 26th Kirk will be hosting the first pickleball fundraiser. The AVCC Pro Shop fund has \$7,247 and separates into tennis fund \$6,657 and pickleball fund \$590. AVCC tennis council met to discuss the growing pains of increasing membership dues and court usage for both racquet sports. Quotes were received from Manny who painted the courts and given to AJ Martinez. The vision for the future is to expand for permanent pickleball courts which could take 6-9 months, this will allow for a 5th tennis court. Kirk also said that he will be starting on an expense sheet for tennis/pickleball operations.

PRESIDENT'S REPORT: AJ Martinez began by thanking Debra Erdman, Lindsey Dooley, Mackenzie Smith, and Jenna Hollingsworth for the work they did on behalf of the membership to present options when discussing the rate increase for membership dues. A thank you was given to Ray Munoz for all the time he puts into the course and the pro shop when he is at the Club in the mornings, as well as a thank you to Diane Cummings for the work she and the WGA did in the women's card room. AJ mentioned that the more members join in to help, produce and more involvement will help spread the word and others will try to join in and help the Club out.

COMMUNICATIONS: Michelle Lewis thanked Mr. Martinez for his leadership. She also wanted to thank the Club staff and she has witnessed so much encouragement from the membership and board. Greg Cich asked to have a current listing of all duly elected and/or appointed officers and directors included in the minutes. That request was approved, and the listing is as follows:

- Abraham Martinez – President
- Greg Cich – Vice President
- Gina Hutchison – Treasurer
- Michelle Lewis – Secretary
- Michael Schafer Jr. – Director
- Christopher Muriana – Director
- Nicholas Godin – Director
- Ric Garrison M.D. – Director
- Justin Rockey – Director.

TREASURER'S REPORT: Gina Hutchison mentioned that the yearend profit and loss is done, and all the bookkeeping will be given to the accountant to process the tax return for 2022. The profit and loss will not be shared the monthly board meetings anymore going forward. The ByLaws do not state that financials need to be shared during the monthly meetings. The financials will be reported during the annual shareholder meeting. If a shareholder would like a copy of the profit and loss, they must submit a request in writing to the board to receive a copy. Gina reported that the 30-60-90 delinquent members report was the best she has seen in a very long time. The food minimum for the final quarter of the year was \$6,410.

WAYS & MEANS REPORT: Nick Godin reported that AVCC did purchase 1-acre foot from Van Dam Farms. This allows for the Club to be listed on Exhibit 4 as part of the water adjudication. This means that any imported water that we put onto the course we will not receive replenishment credit for. Any imported water that we are able to track that has run through the meter the last 4 years we are able to go back and get that replenishment credit for. Zac Cullen, who was previously on the board, was overseeing this matter and he has been a tremendous help in making this happen.

PLANT & EQUIPMENT: Justin Rockey wanted to thank Chad Nelson for coming out on his Bobcat. He thanked his staff at Progression Drywall Crop. on coming out with their trucks and Bo Herman for using his equipment out on the course as well to help clear out trees. See holes #2 and #17 for reference. If we can ask the community and other members to help donate their equipment to help the golf course since the current equipment the Club has is not the best and is old. Greg Cich reported that the Club has been very fortunate to have only experienced minor maintenance issues. The exhaust fans in the men's and women's rest room have both been replaced in the front of the clubhouse.

GREENS REPORT: Beatriz Flores-Chavez reported that due to the rains there were only a few days where the BrightView team was only out on the course for a few hours to make sure everything was okay. The rest of their time was utilized to clean up. In terms of work around the course, a lot of detailed work was done. Thinning on the tree line on #14 and #15. Beatriz mentioned that she spoke with Justin Rockey that the plan is to get rid of most of the trees in that area completely. One of the bigger projects what was completed was the debris and all the stuff piling up on the fence near the driving range. Beatriz mentioned a lot of her crew is going on vacation due to this being the end of the slow season, so the focus right now is to train the BrightView staff on the heavier machinery so they are all able to hop on the mower and can all do the tasks of the job if someone takes a day off or goes on vacation. Irrigation has been another focus due to leaking valves and heads. Most of those have been fixed, yet due to pressure on some of the lines some of the leaks are reoccurring issues. Pressure was up to 300 to 400 gallons per minute, which is a lot for our lines, since we are not using them as much due to the rain. That has been helpful, but it will go back up again and become an issue. Mr. Martinez suggested that Beatriz maybe closed one of the valves about 3 quarters to reduce the pressure. Beatriz mentioned that she is a little skeptical to do that because if you do not close it all the way it will still cause the pressure to be very high. She said that she will try it per his suggestion. If it does not work Mr. Martinez mentioned that he will suggest other options to follow through with if the first option does not work. The Aerification was set to take place April 17th to April 19th.

HOUSE REPORT: The bar had a great year and a special thank you goes out to Jose Trejo and the bar staff for always going above and beyond. The bar's average profit margin for the year was just over 35%. The plan for the bar is to keep up the member events to keep participation active. The health department gave the Club the greenlight on opening the snack bar and it opened Monday, January 20th. Once we can get the liquor license changed that will be a huge win and a positive change to the bar area and revenue.

MEMBERSHIP REPORT: Michael Schafer Jr. reported wanted to thank Mrs. Erdman and her committee again for their hard work in coming up with proposals for membership dues increases. Proposals will be discussed during closed session in tonight's meeting.

PRO SHOP REPORT: Trent Baskin reported that there were 293 tee times made by members, 116 were made for open play on G1, showcasing that most players out on the course are members. So far there have been 1,139 players for the month as of January 25th. Chris Muriana asked if there was a way to distinguish how many open play golfers are returning players. Trent responded by mentioning that there is a report that he can print out for Mr.

Muriana, but he would need to source to give him an accurate figure. Trent also mentioned that with the Hot Deal offered by GolfNow, when they realize that they can get that Hot Deal they will only look for that deal to come out on the course. Trent wanted to mention topics for the board to discuss during closed session; there are mats that need to be replaced on the driving range, a podium and hire a starter for 4 hours a day Saturdays and Sundays in the Spring to control carts starting on holes #1 and #10 and walkie-talkies for pro shop employees to utilize as well as a speaker system for the pro shop. Nick Godin mentioned an employee quit and we hired a new employee who is also on the AVC college team. Nick mentioned that there is still some work to do on proper staffing. Nick mentioned that we should also open our vendor's back up and start ordering items that will sell and be very specific. Nick mentioned that he will meet with Trent and Haus of Grey to view their catalog and potentially order for the new year.

THE LEMON LEAF CAFE: Maria Elena mentioned that she will be hosting Valentine's dinner and that the menu was presented to the front office. They will be hosting Valentine's dinner on February 10th, February 11th, and February 14th. Maria Elena mentioned that if the Club members want a private dinner on the 14th, they can host it in the agave room.

UNFINISHED BUSINESS: New membership rates were discussed for a vote to take effect on March 1st, 2023. The new rates are as follows:

- Fairway Golf (age 21-40) \$350
- Senior Golf (age 65+) \$425
- Full Golf (age 40-65) \$500

All golf memberships will include unlimited range balls included in the membership dues. Cart fees will be \$15 for 18-holes for members. No discounts for 9 holes. A cart program will be offered, and the monthly fee will be: Single \$120/month, Family \$180/month. All cart barn fees will be increased \$10/month due to the rising cost of electricity. Golf trail fees will increase from \$62/ month to \$70/month Annual cart sticker remains unchanged at \$140/year. This payment is applied to annual cart path maintenance. Member's immediate family will receive a 20% discount on current green fees, limited to 6 times a year.

- Sport membership will be changed to Court membership and the dues will be \$110.

Privileges of court memberships are extended to members, spouse/partner, and dependents age 25 and under.

For dependents, proof of full-time college status is required each year.

- Social membership dues will increase to \$65 with more benefits (pool & gym)

A motion was made by Nick Godin to continue the 50/50 membership drive to reflect the new dues rate and after the first 6 months 50% off the member will go to the new full rate. Unlimited carts and range are only for the first 6 months of the discounted membership. Gina seconded the motion.

NEW BUSINESS: During closed session the board of directors consulted on The Lemon Leaf Café contract.

OLD BUSINESS: None.

Gina Hutchison motioned to adjourn the meeting at 7:05pm. Ric Garrison seconded.

Michelle Lewis

Secretary